GOVERNMENT OF INDIA
RAILWAYS
LOK SABHA

UNSTARRED QUESTION NO:3789
ANSWERED ON:22.03.2001
RAILWAY SALES AGENCIES ABROAD
RAMJI LAL SUMAN;ZORA SINGH MANN

Will the Minister of RAILWAYS be pleased to state:

(a) whether the general sales agencies are engaged by the Railways abroad to attract foreign tourists;

(b) if so, the number of agencies engaged by the Railways during the last one year, country-wise;

(c) whether any guidelines have been laid down for engaging such agencies; and

(d) if so, the details thereof and the profits earned by the Railways through these agents annually?

Answer

(MINISTER OF STATE IN THE MINISTRY OF RAILWAYS) (SHRI DIGVIJAY SINGH)

(a) & (b) Yes, Sir. However, no such agency has been engaged in any country during the last one year.

(c) & (d) Yes, Sir. The guidelines for engaging General Sales Agents (GSAs) abroad for sale of Indrail Passes provide for minimum experience of five years in running a travel agency, recognition by the National Tourism Organisation or the National Association of Travel Agents of the country of accreditation, financial soundness of the Travel Agency, etc. The sale of Indrail Passes through General Sales Agents abroad is a facility to attract the inbound tourists and thereby earn foreign exchange for the country. There is no profit motive. General Sales Agents remit the sale proceeds of Indrail Passes to the Indian Railways after deducting their commission. The foreign exchange earnings during the current financial year (April, 2000 to December, 2000) from the sale of Indrail tickets have been US $4,05,386.